COUNTY OF SAN DIEGO
DEPARTMENT OF PLANNING AND LAND USE: Zoning
Maximum Allowable Residential Density
PRO FORMA

REPORT PREPARED BY: _____   **TITLE:**_____

SIGNATURE:_____   **DATE:**_____

PROJECT DESCRIPTION:
(Must also submit plot plans & elevations)

I.   Project Location

     APNs:

     Address:

II.   Site Size   _____ Acres   _____ Sf

III.   Product Types

1.	_____ # of Units	_____ Sf/Unit
2.	_____ # of Units	_____ Sf/Unit
3.	_____ # of Units	_____ Sf/Unit
Totals / Averages	_____ # of Units	_____ Average sf/Unit
Density	_____ Units/Acre	

IV.   Gross Building Area

Residential Area	_____ Sf of floor area	_____ # of stories
Common Area	_____ Sf of floor area	
Total GBA	_____ Sf of floor area	

V.   Parking Spaces by Type

Surface Spaces	_____ # of Spaces	_____ Total sf
Attached Garages	_____ # of Spaces	_____ Total sf
Totals/Averages	_____ # of Spaces	_____ Total sf
	_____ Spaces/Unit	

VI.   Amenities

COUNTY OF SAN DIEGO
DEPARTMENT OF PLANNING AND LAND USE: Zoning
Maximum Allowable Residential Density
PRO FORMA

ESTIMATED DEVELOPMENT COSTS

I.   Land Acquisition Costs

Purchase Price	_____	Sf of Land	$ _____	/Sf	$ _____	
Closing Costs	_____ %	Purchase Price			_____	
Total Land Acquisition Costs					$ _____	

II. Direct Construction Costs

Off-site Improvements		Allowance		$ _____	
On-site Improvements	$ _____	/Sf of Land		_____	
Parking Costs	$ _____	/Space		_____	
Building Costs	$ _____	/Sf of GBA		_____	
Contractor Fees	_____ %	Construction Costs		_____	
Contingency Allowance	_____ %	Other Direct Costs		_____	
Total Direct Construction Costs	_____ /Sf of GBA	$ _____	/Sf of Land	$ _____	

III. Indirect Costs

Architecture, Engineering & Consulting	_____ %	Direct Costs		$ _____	
Permits & Fees	_____	/Sf of GBA	$ _____	/Sf of Land	_____
Taxes, Legal & Accounting	_____ %	Direct Costs		_____	
Insurance	_____	# of Units	$ _____	/Unit	_____
Residential Marketing	_____	# of Units	$ _____	/Unit	_____
Developer Fee	_____ %	Sales Revenues		_____	
Contingency Allowance	_____ %	Other Indirect Costs		_____	
Total Indirect Costs				$ _____	

IV. Financing Costs

Interest During Construction	$ _____	Loan Amt	_____ %	Int. Rate	$ _____
Financing Fees	$ _____	Loan Amt	_____	Points	_____
Commissions / Closing / Warranties	_____	# of Units	$ _____	/Unit	_____
Total Financing Costs				$ _____	

V.   Total Development Costs _____ # of Units $ _____ /Unit $ _____

DEVELOPER PROFIT CALCULATION

I.   Residential Sales Revenues
Product Type

1.	_____	# of Units	$ _____	/Unit	$ _____
2.	_____	# of Units	$ _____	/Unit	_____
3.	_____	# of Units	$ _____	/Unit	_____
Total Sales Revenues	_____	# of Units			$ _____
Average per Unit			$ _____	/Unit	

II. Developer Profit

Total Sales Revenues		$ _____
(Less) Total Development Costs		(_____)
Total Profit		$ _____
Total Profit as a Percent of Total Sales Revenues		_____ %

PLEASE ATTACH A LIST OF ANY ASSUMPTIONS AND SOURCES OF ESTIMATED AMOUNTS.

DENSITY BONUS PROJECT
Without Incentives

REPORT PREPARED BY: _____   **TITLE:**_____

SIGNATURE:_____   **DATE:**_____

PROJECT DESCRIPTION:
(Must also submit plot plans & elevations)

I.   Project Mix

    Base Market Rate Units   _____ # of Units

    Base Reserved Units   _____ # of Units

    Bonus Units   _____ # of Units

  Total   _____ # of Units

II. Reserved Units

    Very Low Income   _____ # of Units

    Low Income   _____ # of Units

    Moderate Income   _____ # of Units

    Senior   _____ # of Units

  Total   _____ # of Units

III. Product Type

	# of Market Rate Units	# of Reserved Units	Totals	Sf of Product Type
1.				
2.				
3.				
Totals				

  Average Unit Size   _____ Sf

  Density   _____ Units/Acre

IV. Gross Building Area

  Residential Area   _____ Sf of floor area   _____ # of stories

  Common Area   _____ Sf of floor area

  Total GBA   _____ Sf of floor area

V. Parking Spaces by Type

  Surface Spaces   _____ # of Spaces   _____ Total sf

  Attached Garages   _____ # of Spaces   _____ Total sf

  Totals/Average   _____ # of Spaces   _____ Total sf

    _____ Spaces/Unit

VI. Amenities

DENSITY BONUS PROJECT
Without Incentives

ESTIMATED DEVELOPMENT COSTS

I. Total Land Acquisition Costs $ _____

II. Direct Construction Costs

Off-site Improvements		Allowance	$ _____
On-site Improvements	$ _____	/Sf of Land	_____
Parking Costs	$ _____	/Space	_____
Building Costs	$ _____	/Sf of GBA	_____
Contractor Fees	_____	% Construction Costs	_____
Contingency Allowance	_____	% Other Direct Costs	_____

Total Direct Construction Costs _____ /Sf of GBA $ _____ /Sf of Land $ _____

III. Indirect Costs

Architecture, Engineering & Consulting	_____	% Direct Costs	$ _____
Permits & Fees	_____ /Sf of GBA	$ _____ /Sf of Land	_____
Taxes, Legal & Accounting	_____	% Direct Costs	_____
Insurance	_____ # of Units	$ _____ /Unit	_____
Residential Marketing	_____ # of Units	$ _____ /Unit	_____
Developer Fee	_____	% Sales Revenues	_____
Contingency Allowance	_____	% Other Indirect Costs	_____

Total Indirect Costs $ _____

IV. Financing Costs

Interest During Construction	$ _____ Loan Amt	_____ % Int. Rate	$ _____
Financing Fees	$ _____ Loan Amt	_____ Points	_____
Commissions / Closing / Warranties	_____ # of Units	$ _____ /Unit	_____

Total Financing Costs $ _____

V. Total Development Costs _____ # of Units $ _____ /Unit $ _____

DEVELOPER PROFIT CALCULATION

I. Residential Sales Revenues

Market Rate Units by Product Type

1.	_____ # of Units	$ _____ /Unit	$ _____
2.	_____ # of Units	$ _____ /Unit	_____
3.	_____ # of Units	$ _____ /Unit	_____

Reserved Units by Product Type

1.	_____ # of Units	$ _____ /Unit	$ _____
2.	_____ # of Units	$ _____ /Unit	_____
3.	_____ # of Units	$ _____ /Unit	_____

Total Sales Revenues _____ # of Units $ _____

   Average per Unit $ _____ /Unit

II. Developer Profit

Total Sales Revenues $ _____

(Less) Total Development Costs   (_____)

Total Profit $ _____

Total Profit as a Percent of Total Sales Revenues   _____ %

PLEASE ATTACH A LIST OF ANY ASSUMPTIONS AND SOURCES OF ESTIMATED AMOUNTS.

COST JUSTIFICATION FOR EACH INCENTIVE REQUESTED
WORKSHEET PAGE 1

PROJECT DESCRIPTION

Using Only First Incentive   **Using Only Second Incentive**   **Using Only Third Incentive**

I. Description of requested incentive and why it is needed:

1.   2.   3.

II. Explain how this incentive results in identifiable, financially sufficient and actual cost reductions that contribute significantly to the economic feasibility of the reserved units:

1.   2.   3.

III. **Product Type** | Market Rate Units | Reserved Units | Totals | Sf of Product Type

1.
2.
3.
Totals

Average Unit Size _____ Sf
Density _____ Units/Acre

IV. **Gross Building Area**

Residential Area _____ Sf   _____ # of Stories
Common Area _____ Sf
Total GBA _____ Sf

V. **Parking Spaces by Type**

Surface Spaces _____ Spaces _____ Total sf
Attached Garages _____ Spaces _____ Total sf
Total _____ Spaces _____ Total sf
_____ Spaces/Unit

VI. **Amenities**

1

ESTIMATED DEVELOPMENT COSTS

Using Only First Incentive	Using Only Second Incentive	Using Only Third Incentive

I. Total Land Acquisition Costs $ _____ | **Total Land Acquisition Costs** $ _____ | **Total Land Acquisition Costs** $ _____

II. Direct Construction Costs | **Direct Construction Costs** | **Direct Construction Costs**

Off-site Imp — Allowance — $ _____
On-site Imp ___ /Sf Land _____
Parking Costs ___ /Spaces _____
Building Costs ___ /Sf GBA _____
Contractor Fees ___ % Construction Costs _____
Conting'y Allow ___ % Other Direct Costs _____
___ Sf GBA $ ___ /Sf of Land

(repeated for Second and Third Incentive columns identically)

Total Direct Construction Costs $ _____ (×3)

III. Indirect Costs

Arch, Eng & Cons ___ % Direct Costs $ _____
Permits & Fees ___ /Sf GBA $ ___ /Sf _____
Tax, Legal & Acc't ___ % Direct Costs _____
Insurance ___ Units $ ___ /Unit _____
Marketing ___ Units $ ___ /Unit _____
Developer Fee ___ % Sales Revenues _____
Conting'y Allow ___ % Other Indirect Costs _____

Total Indirect Costs $ _____ (×3)

IV. Financing Costs

Interest $ ___ Loan Amt ___ % Int Rate $ _____
Financing Fees $ ___ Loan Amt ___ Points _____
Comm, etc. ___ Units $ ___ /Unit _____

Total Financing Costs $ _____ (×3)

V. Total Development Costs Units $ ___ /Unit $ _____ (×3)

DEVELOPER PROFIT CALCULATION

<u>Using Only First Incentive</u>	<u>Using Only Second Incentive</u>	<u>Using Only Third Incentive</u>

I. **Residential Sales Revenues** | **Residential Sales Revenues** | **Residential Sales Revenues**

<u>Market Rate Units by Product Type</u>

First Incentive	Second Incentive	Third Incentive
1. _____ Units $ _____ /Unit $ _____	1. _____ Units $ _____ /Unit $ _____	1. _____ Units $ _____ /Unit $ _____
2. _____ Units $ _____ /Unit _____	2. _____ Units $ _____ /Unit _____	2. _____ Units $ _____ /Unit _____
3. _____ Units $ _____ /Unit _____	3. _____ Units $ _____ /Unit _____	3. _____ Units $ _____ /Unit _____

<u>Reserved Units by Product Type</u>

First Incentive	Second Incentive	Third Incentive
1. _____ Units $ _____ /Unit $ _____	1. _____ Units $ _____ /Unit $ _____	1. _____ Units $ _____ /Unit $ _____
2. _____ Units $ _____ /Unit _____	2. _____ Units $ _____ /Unit _____	2. _____ Units $ _____ /Unit _____
3. _____ Units $ _____ /Unit _____	3. _____ Units $ _____ /Unit _____	3. _____ Units $ _____ /Unit _____

Total Sales Revenues _____ Units $ _____ | **Total Sales Revenues** _____ Units $ _____ | **Total Sales Revenues** _____ Units $ _____

Average per Unit $ _____ /Unit | Average per Unit $ _____ /Unit | Average per Unit $ _____ /Unit

II. **Developer Profit** | **Developer Profit** | **Developer Profit**

First Incentive	Second Incentive	Third Incentive
Total Sales Revenues $ _____	Total Sales Revenues $ _____	Total Sales Revenues $ _____
(Less) Total Development Costs (_____)	(Less) Total Development Costs (_____)	(Less) Total Development Costs (_____)
Total Profit $ _____	**Total Profit** $ _____	**Total Profit** $ _____
Total Profit as a Percent of Total Sales Revenues _____ %	**Total Profit as a Percent of Total Sales Revenues** _____ %	**Total Profit as a Percent of Total Sales Revenues** _____ %

PLEASE LIST ANY ASSUMPTIONS OR SOURCES OF ESTIMATED AMOUNTS:

REPORT PREPARED BY: _____   **TITLE:** _____

SIGNATURE: _____   **DATE:** _____

DENSITY BONUS PROPOSED PROJECT
With All Requested Incentives (See attached Worksheets)

REPORT PREPARED BY: _____ **TITLE:**_____

SIGNATURE:_____ **DATE:**_____

PROJECT DESCRIPTION:
(Must also submit plot plans & elevations)

I.   Project Mix

            Base Market Rate Units   _____ # of Units

            Base Reserved Units   _____ # of Units

            Bonus Units   _____ # of Units

    Total   _____ # of Units

II.   Reserved Units

            Very Low Income   _____ # of Units

            Low Income   _____ # of Units

            Moderate Income   _____ # of Units

            Senior   _____ # of Units

    Total   _____ # of Units

IV.   Product Type

Product Type	# of Market Rate Units	# of Reserved Units	Totals	Sf of Product Type
1.				
2.				
3.				
Totals				

  Average Unit Size   _____ Sf

  Density   _____ Units/Acre

V.   Gross Building Area

  Residential Area   _____ Sf of floor area   _____ # of stories

  Common Area   _____ Sf of floor area

  Total GBA   _____ Sf of floor area

VI.   Parking Spaces by Type

  Surface Spaces   _____ # of Spaces   _____ Total sf

  Attached Garages   _____ # of Spaces   _____ Total sf

  Totals/Average   _____ # of Spaces   _____ Total sf

    _____ Spaces/Unit

VII.   Amenities

DENSITY BONUS PROPOSED PROJECT
With All Requested Incentives (See attached Worksheets)

ESTIMATED DEVELOPMENT COSTS

I.   Total Land Acquisition Costs $ _____

II.   Direct Construction Costs

Off-site Improvements		Allowance	$ _____
On-site Improvements	$ _____	/Sf of Land	_____
Parking Costs	$ _____	/Space	_____
Building Costs	$ _____	/Sf of GBA	_____
Contractor Fees	_____ %	Construction Costs	_____
Contingency Allowance	_____ %	Other Direct Costs	_____

Total Direct Construction Costs   _____ /Sf of GBA $ _____ /Sf of Land $ _____

III. Indirect Costs

Architecture, Engineering & Consulting	_____ %	Direct Costs		$ _____
Permits & Fees	_____	/Sf of GBA	$ _____ /Sf of Land	_____
Taxes, Legal & Accounting	_____ %	Direct Costs		_____
Insurance	_____	# of Units	$ _____ /Unit	_____
Residential Marketing	_____	# of Units	$ _____ /Unit	_____
Developer Fee	_____ %	Sales Revenues		_____
Contingency Allowance	_____ %	Other Indirect Costs		_____

Total Indirect Costs $ _____

IV.   Financing Costs

Interest During Construction	$ _____	Loan Amt	_____ % Int. Rate	$ _____
Financing Fees	$ _____	Loan Amt	_____ Points	_____
Commissions / Closing / Warranties	_____	# of Units	$ _____ /Unit	_____

Total Financing Costs $ _____

V.   Total Development Costs   _____ # of Units $ _____ /Unit $ _____

DEVELOPER PROFIT CALCULATION

I.   Residential Sales Revenues

Market Rate Units by Product Type

1.	_____ # of Units	$ _____ /Unit	$ _____
2.	_____ # of Units	$ _____ /Unit	_____
3.	_____ # of Units	$ _____ /Unit	_____

Reserved Units by Product Type

1.	_____ # of Units	$ _____ /Unit	$ _____
2.	_____ # of Units	$ _____ /Unit	_____
3.	_____ # of Units	$ _____ /Unit	_____

Total Sales Revenues   _____ # of Units $ _____

         Average per Unit $ _____ /Unit

II.   Developer Profit

Total Sales Revenues $ _____
(Less) Total Development Costs   (_____)

Total Profit $ _____

Total Profit as a Percent of Total Sales Revenues   _____ %

PLEASE ATTACH A LIST OF ANY ASSUMPTIONS AND SOURCES OF ESTIMATED AMOUNTS.